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MASTER CRAFTSMEN
METAL TREATING INSTITUTE

news release

INTERNATIONAL TRADE ASSOCIATION OF COMMERCIAL HEAT TREATERS
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FOR RELEASE:

IMMEDIATELY

NOVEMBER 1987 METAL TREATING INDUSTRY BILLINGS INCREASE 14.1% OVER NOVEMBER 1986

Sales for November 1987 amounted to $42.1 million. November 1986 sales were $36.9 million. The October to November decline in billings was much steeper in 1986 than in 1987.

For the year-to-date, sales reached $463.4 million, an increase of 4.4% over the January-November 1986 total for this period of $444.1 million.

Eight of nine MTI districts improved their performance over November 1986. For the January-November period, six districts exceeded their 1986 totals.

A summary of percentage change by geographic regions follows:

	District	Nov 87 vs. Nov 86	Total 1987 vs. 1986
1	New England (MA-RI-CT)	0.0	- 0.8
2	Middle Atlantic (NY-NJ-E. PA-MD)	16.9	- 0.9
3	South Central (W. PA-OH-IN-KY)	10.5	4.5
4	Michigan	12.9	- 2.5
5	Southeast (VA-NC-SC-GA-AL-TN-FL)	0.7	2.0
6	North Central (IL-WI-MN-MO-IA)	22.3	14.3
7	Pacific Coast (CA-AZ-ORE-WASH)	10.2	3.2
8	Southwest (TX-OK-AR-CO-LA-UT)	57.6	13.6
9	Canada	10.2	5.4

METAL TREATING INSTITUTE
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ANALYSIS OF NATIONAL BILLINGS

NOVEMBER, 1987

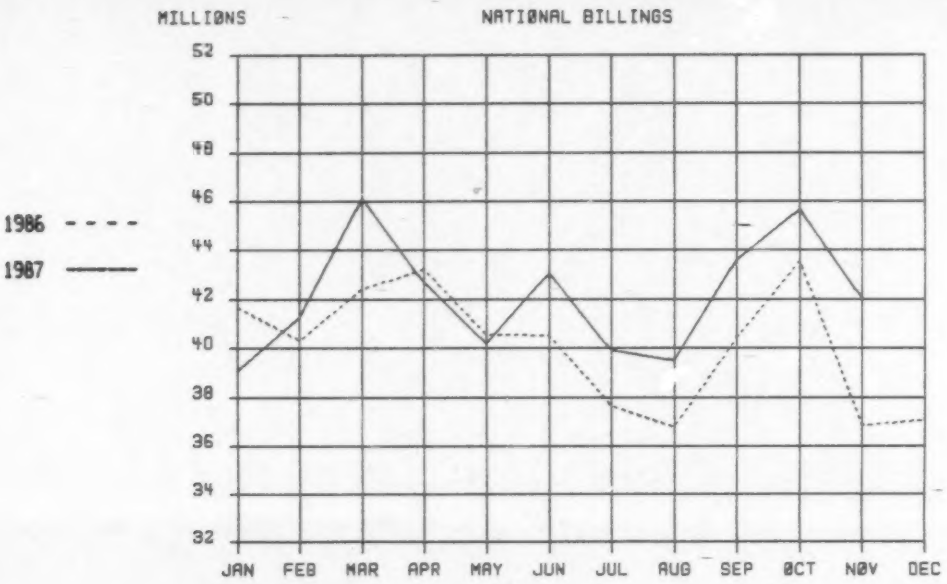
BILLINGS FOR MONTH

	Total Members[1]	Billings For Month -In Thousands-			Monthly % Of Billings	
		1986	1987	%	1986	1987
Total	317	36854.2	42055.6	14.1	100.0	100.0
Dist. 1	19	2945.8	2945.7	0.0	8.0	7.0
Dist. 2	42	4003.6	4680.4	16.9	10.9	11.1
Dist. 3	61	6862.7	7580.5	10.5	18.6	18.0
Dist. 4	32	4564.7	5154.4	12.9	12.4	12.3
Dist. 5	24	2065.2	2080.1	0.7	5.6	4.9
Dist. 6	50	5812.4	7107.2	22.3	15.8	16.9
Dist. 7	34	5045.3	5561.8	10.2	13.7	13.2
Dist. 8	22	1742.3	2745.3	57.6	4.7	6.5
Dist. 9	23	3812.1	4199.6	10.2	10.3	10.0
Foreign	10					

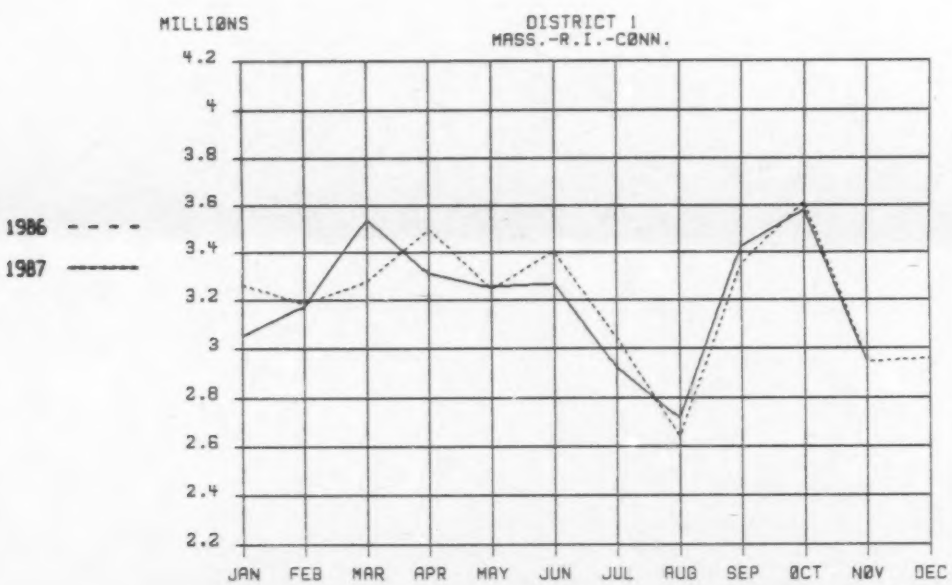
BILLINGS TO DATE

	Billings To Date -In Thousands-			To Date % Of Billings	
	1986	1987	%	1986	1987
Total	444091.3	463435.5	4.4	100.0	100.0
Dist. 1	35473.5	35206.0	- 0.8	8.0	7.6
Dist. 2	48032.1	47614.9	- 0.9	10.8	10.3
Dist. 3	81690.0	85337.5	4.5	18.4	18.4
Dist. 4	59563.8	58070.9	- 2.5	13.4	12.5
Dist. 5	25053.4	25557.3	2.0	5.6	5.5
Dist. 6	70582.4	80671.3	14.3	15.9	17.4
Dist. 7	60603.0	62523.4	3.2	13.6	13.5
Dist. 8	23795.5	27043.3	13.6	5.4	5.8
Dist. 9	39297.5	41411.0	5.4	8.8	8.9

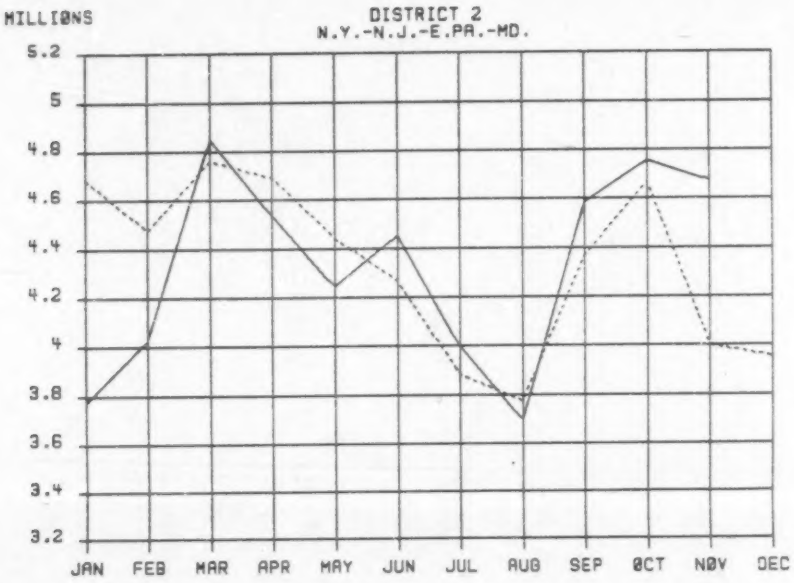
[1] Total MTI membership including firms that do not participate in monthly analysis. Updated: 5/87



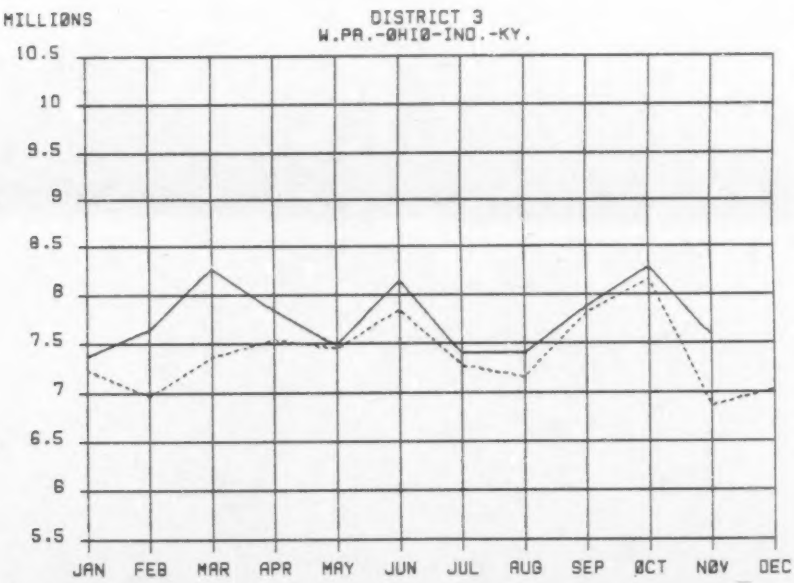
Gain or Loss		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
	Monthly	-6.2	2.4	8.8	-1.1	-0.8	6.3	6.0	7.5	7.8	4.9	14.1	
% Change	Cumulative	-6.2	-2.0	1.7	1.0	0.6	1.5	2.1	2.7	3.3	3.5	4.4	



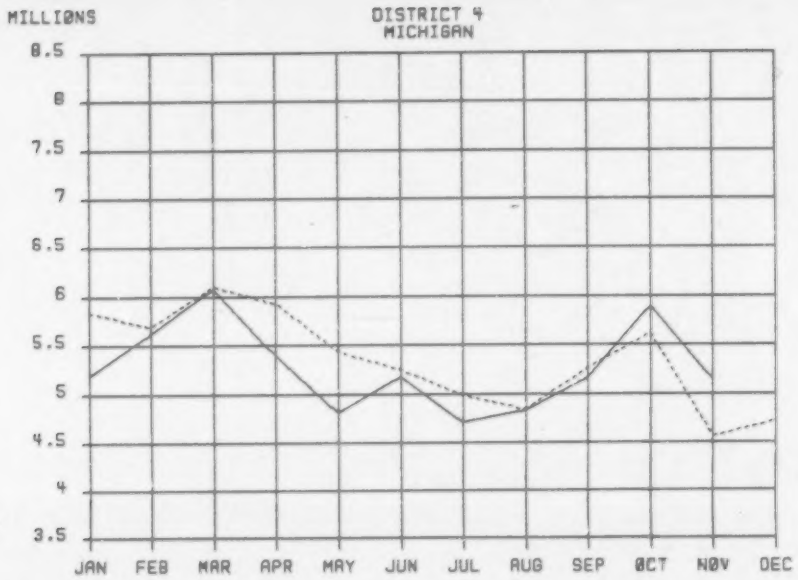
Gain or Loss		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
	Monthly	-6.4	-0.4	8.0	-5.3	0.4	-3.9	-3.9	2.8	2.2	-0.9	0.0	
% Change	Cumulative	-6.4	-3.4	0.4	-1.1	-0.8	-1.3	-1.7	-1.2	-0.8	-0.8	-0.8	



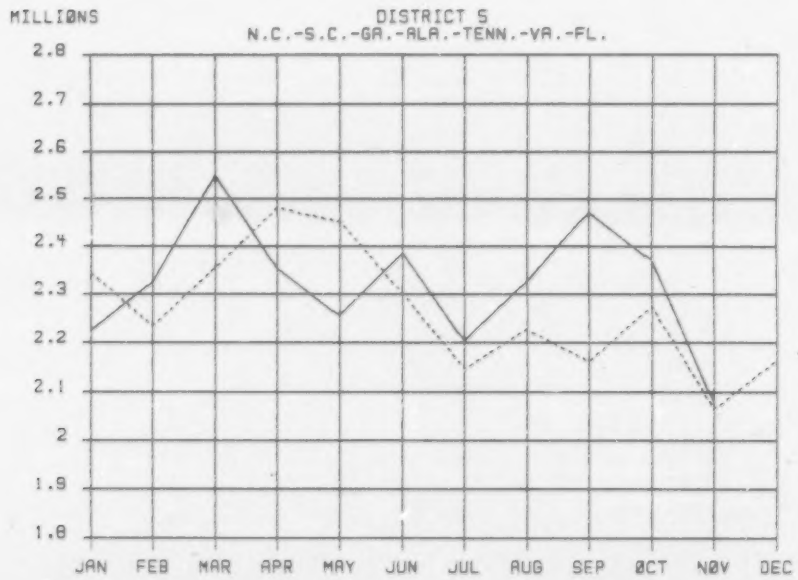
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-19.4	-10.0	1.8	-3.2	-4.5	4.3	3.0	-2.1	5.0	1.8	16.9	
% Change	Cumulative	-19.4	-14.8	-9.1	-7.6	-7.0	-5.2	-4.2	-4.0	-3.0	-2.5	-0.9	



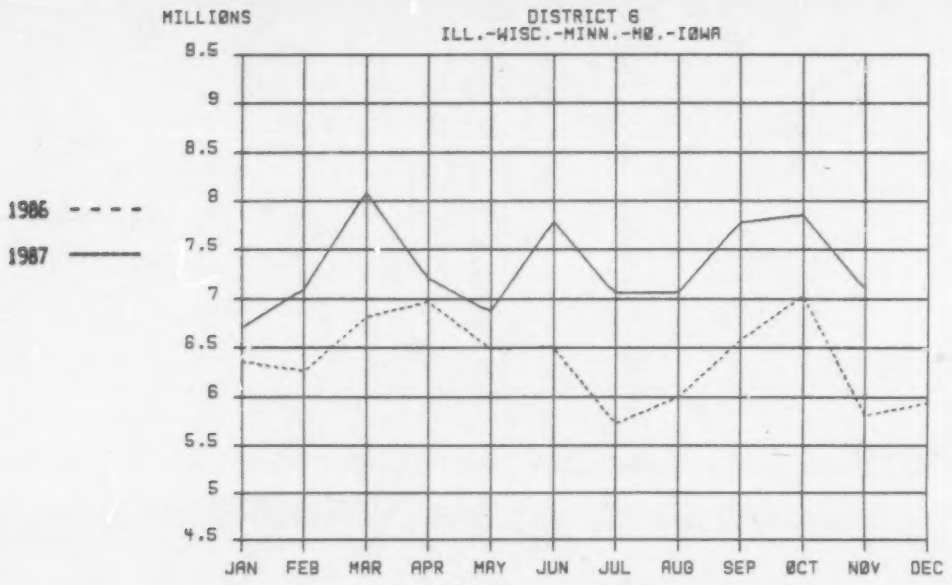
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	1.9	3.7	12.3	4.0	0.5	3.9	1.7	3.4	0.9	1.6	10.5	
% Change	Cumulative	1.9	5.8	8.0	7.0	5.7	5.3	4.8	4.6	4.2	3.9	4.5	



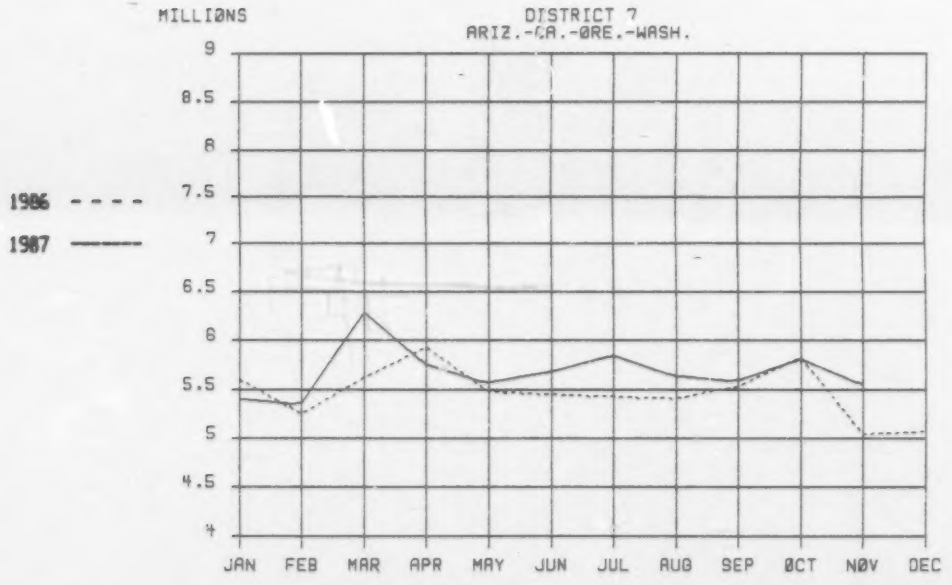
Gain or Loss		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
	Monthly	-11.1	-1.2	-0.4	-8.9	-11.5	-1.4	-5.5	-0.3	-2.0	4.9	12.9	
% Change	Cumulative	-11.1	-6.2	-4.2	-5.4	- 6.5	-5.7	-5.7	-5.1	-4.8	-3.8	-2.5	



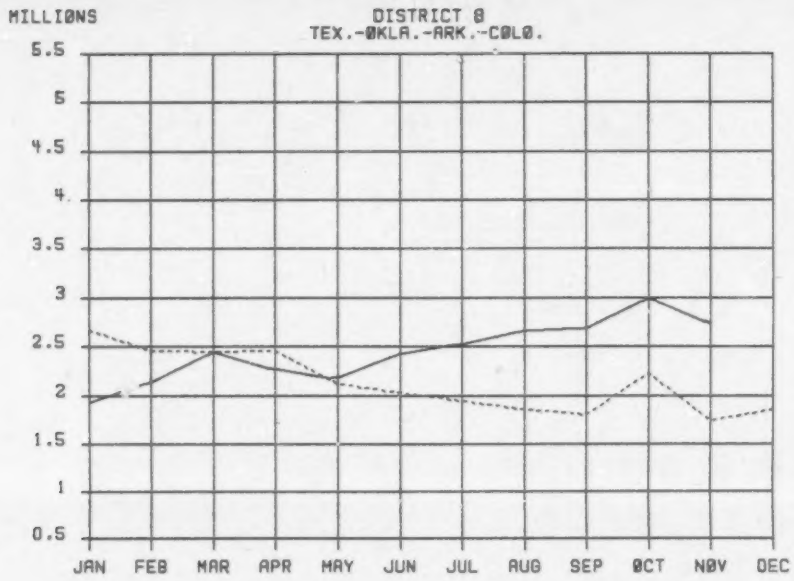
Gain or Loss		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
	Monthly	-5.1	4.0	8.3	-5.2	-8.0	3.6	2.7	4.4	14.2	4.2	0.7	
% Change	Cumulative	-5.1	-0.6	2.4	0.4	-1.3	-0.5	-0.1	0.5	1.9	2.1	2.0	



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	5.4	13.3	18.7	3.5	6.0	19.7	23.4	17.8	18.2	11.7	22.3	
% Change	Cumulative	5.4	9.3	12.6	10.2	9.4	11.1	12.6	13.2	13.8	13.6	14.3	



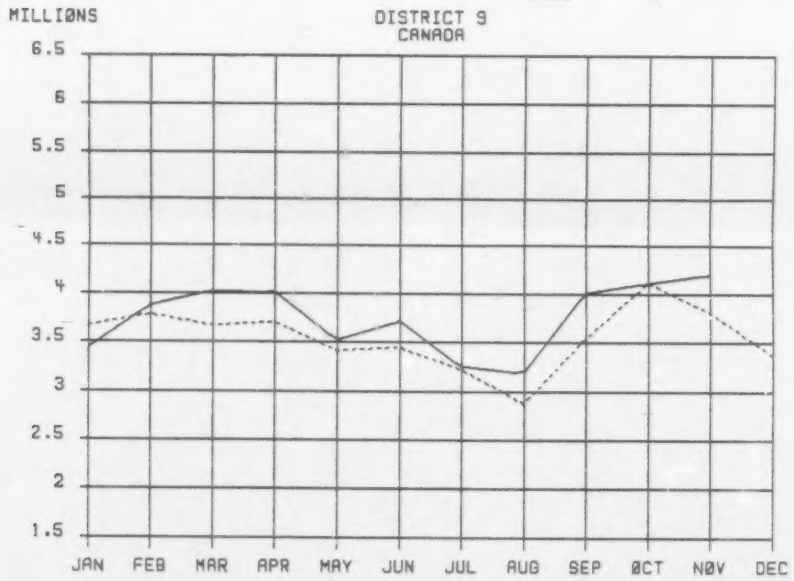
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-3.7	2.1	11.9	-3.0	1.7	4.3	7.6	4.2	1.1	-0.3	10.2	
% Change	Cumulative	-3.7	-0.9	3.5	1.7	1.7	2.2	2.9	3.1	2.9	2.5	3.2	



1986 - - - -

1987 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-28.0	-13.2	0.1	- 7.4	3.1	19.7	29.9	43.3	48.6	34.2	57.6	
% Change	Cumulative	-28.0	-20.9	-14.1	-12.5	-9.1	-5.5	-1.3	3.3	7.5	10.2	13.6	



1986 - - - -

1987 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-6.1	2.5	9.6	8.3	3.3	7.7	1.0	11.2	13.1	-0.2	10.4	
% Change	Cumulative	-6.1	-1.8	2.0	3.6	3.5	4.2	3.8	4.6	5.5	4.9	5.4	